

Curriculum Crosswalk Template

Course: ME 0100

Subject Matter Expert (SME) Name: Kelly Sparks

Date: 04/18/03

Program Area: Marketing Education

The student will:

Present Tense/Action Verb	Adjective	Object (limit to one object)	Method of Evaluation/Assessment	Idaho State Achievement Standard	National Standard
apply	job interview	techniques	demonstration	755.01.a	
complete	job application	form	preparation	752.05.e	
demonstrate	appropriate	appearance	demonstration	975.02.c	
demonstrate	followup	procedures	demonstration	753.02.b	
develop	appropriate	application letter	preparation	753.02.b	
develop	personal	data sheet	preparation	752.05.b	
explain	career	planning	explanation	755.03.a	
identify	occupational	career paths	explanation	752.02.e	
research		company	preparation	752.04.b	
calculate	customer	change	demonstration	347.03.a	
convert		percentages	examination	347.01.a	

Present Tense/Action Verb	Adjective	Object (limit to one object)	Method of Evaluation/Assessment	Idaho State Achievement Standard	National Standard
manipulate	mathematical	numbers/equations	examination	347.01.a	
operate		cash register	demonstration	348.03.a	
prepare		purchase orders	preparation	347.03.a	
prepare		sales slips	perparation	347.03.a	
solve	algebraic	equations	examination	350.01.a	
verify	receiving	invoices	demonstration	347.03.a	
analyze	cost/retail	inventory	examination	348.01.a	
analyze		open-to-buy	examination	350.01.a	
compare	book/physical	inventory	examination	348.01.a	
count	physical	inventory	demonstration	347.01.a	
determine	applicable	discounts	examination	350.02.a	
determine	average	inventory	examination	348.03.b	
determine	cash register	accuracy	preparation	348.04.a	
determine		maintained markup	preparation	348.01.a	
develop	break-even	points	preparation	348.01.a	

Present Tense/Action Verb	Adjective	Object (limit to one object)	Method of Evaluation/Assessment	Idaho State Achievement Standard	National Standard
generate	stock	turnover	preparation	348.03.b	
manipulate	markup	formula	preparation	348.03.b	
prepare		markdowns	preparation	348.01.a	
construct		balance sheet	preparation	348.04.a	
construct		income statement	preparation	348.04.a	
determine		cost-of-goods-sold	preparation	348.03.b	
evaluate	business	expenses	explanation	347.03.a	
develop	interpersonal	relationships	explanation	843.01.a	
diagram	communication	model	preparation	755.01.b	
distinguish	communication	networks	explanation	755.01.a	
identify	communication	barriers	explanation	756.02.a	
incorporate	correct	sentenance structure	demonstration	753.02.a	
interpret	nonverbal	communication	explanation	993.01.a	
make	effective	suggestions	demonstration	755.03.b	

